

THE RSH GROUP, INC.

PROJECT EXPERIENCE

Economic Development

The following is a sample list of notable national projects & clients that our team has provided to national, state and local economic development organizations

Southern California Edison – Identification of Target Industries, Preparation of Business Case, Preparation of Target Industry Brochures and Marketing Materials.

State of Nevada, Governor's Office of Economic Development - Identification of Prospective Companies, Representation Services in California, Research and Aftercare Services for Relocating Companies.

Bartlesville Development Authority- Identification of Prospective Companies, Representation Services in California, Research and Aftercare Services for Relocating Companies.

Opportunity Austin – Identification of Prospective Companies, Representation Services in California, Research and Aftercare Services for Relocating Companies.

City of Fresno, California – Food Processing Target Industry Study for Fresno, California. Included preparation of business case, marketing materials and representation services at major food processing trade shows.

City of Federal Way, Washington – Identification of Target Industries, Preparation of Business Case, Identification of Prospective Companies and Executives, Contact Management and Representation Services in California

City of Eastvale, California – Assisted with development of incentives program for specific client.

San Bernardino County, California – Life Sciences study of San Bernardino, California

IMPA, Hoosier Energy, Indy Partnership – Identification of Target Industries, Preparation of Business Case, Identification of Prospective Companies, Set up meetings at Trade Shows, Represented economic development organizations nationally.

Team Texas – Development and coordination of major event in conjunction with the America’s Cup finals in San Francisco Bay. Identified and arranged event, coordinated team members and arranged for corporate site selector guests on Private 100 foot yacht.

Northern Louisiana Economic Partnership – Arranged and coordinated two major events in Southern California at the House of Blues. Coordinated and planned the event, including identification of site selectors and site seeking executives. Managed and coordinated hospitality and follow-up.

Bay Area Council – Coordinated trade promotion program for the Bay Area Council in San Francisco, California. Managed identification of inbound FDI and coordinated with Bay Area Council staff to promote the Bay Area as a destination for new Chinese Investment.

Kentucky Cabinet - -Conducted target industry analysis for the **Kentucky Cabinet for Economic Development**. Evaluated western and central Kentucky, conducted labor study, recommended industry targets by region.

Louisville, Kentucky - Prepared industry profile of the back office industry for **Louisville, Kentucky** Chamber of Commerce. Project included description of customer service and administrative office functions, estimate of market potential and recommended marketing processes and plans.

Illinois Power - Project manager for **Illinois Power Company** on multi-county economic development study. Evaluated community assets and liabilities, recommended remedial actions, and prepared six target industry profiles which were used successfully in company’s marketing efforts.

Memphis, Tennessee - Conducted economic development study for **Memphis, Tennessee**. One-year assignment included evaluation of strengths and weaknesses, selection of industry targets, and development of marketing plan for Memphis Chamber of Commerce.

Joplin, Missouri - Conducted back office location study for **Joplin, Missouri**. Evaluated locational assets and weaknesses, made remedial recommendations, suggested targeted industries, and developed marketing program.

San Antonio, Texas - Project manager for aerospace study of **San Antonio, Texas** on behalf of the City of San Antonio Department of Economic Development.

McHenry County, Illinois - Conducted skills survey for **McHenry County , Illinois** commuter population. Results of this survey were used, in part, to convince Motorola to locate a 3,000 employee cellular telephone manufacturing plant in Harvard, Illinois.

Rockford, Illinois - Project manager for economic development study of **Rockford, Illinois**. Project included analysis of locational assets and liabilities, remedial actions, and target industry studies. As a result of this study Rockford was able to attract thousands of new jobs and solve a chronic unemployment problem.

Illinois Department of Commerce and Community Affairs - Conducted major study for the **State of Illinois Department of Commerce and Community Affairs** with regard to the environmental technologies industry. Project included defining industry, evaluating state programs affecting industry and making recommendations to enhance development of this industry. As a result of this study, the industry in the State of Illinois is one of the fastest growing in the county.

Mid-South Common Market - Provided economic development consulting services to the **Mid-South Common Market** in Mississippi, including identification of target industries, key market identification, and target companies.

Plumas County, California - Provided economic development services to **Plumas County, California**, including evaluation of assets and liabilities, selection of target industries and recommended marketing plan.

Patterson, California - Provided economic development services to **Plumas County, California**, including evaluation of assets and liabilities, selection of target industries and recommended marketing plan.

City of Sacramento - Had primary responsibility for major study of the industrial development potential of the **City of Sacramento**.

State of Utah - Project manager for a major study of rural location potential for the **State of Utah**. Project included evaluation of locational assets of rural Utah, recommendation of target industries, preparation of industry profiles and marketing recommendations.